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Automotive News

June 23, 1986

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Jefferson could live for Liberty

By Dave Zola
DETROIT REPORTER

BOSTON — Chrysler Motors is proposing to build at its aging Detroit Jefferson Avenue plant an all-new vehicle that would utilize several breakthrough modular assembly techniques developed by the company's Liberty advanced design staff.

However, in order to accommodate a new model, the facility would need a complete renovation — even more extensive than the $500 million, three-month modernization project that transformed the company's Warren, Mich., assembly plant into "Dodge City" — according to Gerald Greenwald, Chrysler Motors chairman.

Dodge City is the home of the new mid-sized Dakota pickup.

Jefferson also would need a highly innovative labor agreement and financial incentives from city and state governments if it is to survive beyond 1987.

"We're hopeful many (Liberty) ideas can be applied to the plant and vehicle if we can reach an agreement on Jefferson with the UAW," Greenwald said.

"We think we've come close to doing the impossible. We think we have a concept, but we're going to need a modern labor agreement and help from city and state governments."

Greenwald refused to disclose the type of vehicle under consideration for Jefferson, but he did say it would have to be a high-volume product to justify the costs.

Some reports have indicated Chrysler is looking at Jefferson as a source for light-truck production. Company executives have admitted that a small utility vehicle built on the Dakota pickup truck platform is in the works. But capacity constraints at the Warren plant appear to be a major stumbling block.

Greenwald also declined to comment on what demands the company would make of UAW and local government officials. Talks with the union begin June 24.

Since any project going into the Jefferson plant would require a major renovation of the facility, the program would be a prime candidate to adopt some of the Liberty design and manufacturing concepts, Greenwald said.

"The Liberty team continues to gain knowledge about product design and plant application," he said. "Since a Jefferson program would be a future product, it stands to reason we would be able to put more of that into Jefferson.

"Liberty is a test bed for new designs," he said. "We probably have 15 Liberty vehicles running around right now, and some look more like trucks or vans than cars."

AUTOMOTIVE NEWS: JOE WILLSHIRE

'Doctoring' the track
Jackie Stewart, Ford Motor Co. engineering consultant and former Formula One race driver, was granted an honorary doctorate by Lawrence Institute of Technology. The award was presented at Ford Motor Co.'s Dearborn proving ground during dedication of a track wetting system — an improvement made at Stewart's suggestion. **More on Stewart's award, Page 57.**

Ford eyes Europe as design source for its small cars

By Richard Johnson
DETROIT REPORTER

Ford Motor Co. may soon turn to its European product engineering staff for design and development of small cars for the North American market.

What has been widely reported as the exclusive province of Japanese partner Mazda could heavily involve Ford of Europe product planners, according to Philip E. Benton Jr., executive vice president — International Automotive Operations.

In an interview, Benton said Ford of Europe may split design and engineering functions with Mazda as Ford sets about replacing its current compact/subcompact lineup.

And he vehemently denied reports that Mazda, which is 25 percent owned by Ford, will assume major small-car planning duties at Ford of Europe — reports which he said have damaged morale in Europe.

Indeed, he said that as a proven vehicle development unit in small-car segments, European operations are a good candidate to design, for instance, a replacement for Tempo/Topaz in the North American market.

"I believe Europe can do that job with North America just as well as Mazda," Benton said. "I'm not knocking Mazda. But I can see a circumstance where you want to do a B-car, a C-car and a C/D-car. Why not have Europe do one of those and Mazda do the other two, or Europe do two or Mazda do one? It is a more efficient utilization of resources."

Benton said the European product group could land an assignment to do "any one of them."

"It would more likely be a Tempo because Europe, if anything, is probably better at Tempo-sized cars because that size has been so important to them," he said. "The Sierra has been their lifeblood. Europe is likely to be best at that kind of car vis-a-vis the Japanese and North America.

"But conceptually, it could be any one of them, depending on a lot of factors," he said. "When we get swinging here, you can see a circumstance where the C-car is coming up and Mazda's plate is full with B's and C-Ds. In that case, you might use Europe. And at

see BENTON, page 57

Japan: no curbs for Europe

By Francis J. Gawronski
TOKYO BUREAU CHIEF

TOKYO — The Japan Automobile Manufacturers Association does not feel it is necessary to reduce Japanese car exports to the Common Market countries immediately, JAMA President Shoichiro Toyoda told a news conference.

The Ministry of International Trade and Industry has said it plans to instruct Japanese auto makers to curtail car exports to the Common Market in an effort to head off possible friction over automotive trade (Automotive News, June 16).

MITI has indicated it may ask the manufacturers to hold exports to the Common Market to about 10 to 15 percent above last year's totals.

Toyoda, who also is president of Toyota Motor Corp., said that a recent sharp increase in car exports to Common Market nations is attributable to the economic recovery in those countries. He said the Japanese share of new-vehicle sales in the Common Market has not increased dramatically recently.

Thus, Toyoda said, JAMA has no plans to immediately take measures to hold down exports to the Common Market. He said it is basically a matter to be left to the discretion of individual Japanese auto makers.

JAMA said its statistics show that Japan's motor-vehicle exports to the Common Market nations in April totaled 112,442 units, an increase of 69.1 percent over volume in the like month a year earlier.

Japanese auto exports to Common Market countries have been increasing since September because the yen's appreciation against European currencies has been slower than against the U.S. dollar.

Tjaarda's world: dynamic design

By Giancarlo Perini
STAFF CORRESPONDENT

TURIN, Italy — In international automotive design circles, Tom Tjaarda is respected not only for his work but for the man he is.

The tall, good-looking designer of one of the most successful sports cars — the Ford Pantera — is well-mannered and without swagger. Yet he's a dynamo at the drawing board, with the same will to make it as when he first came to Turin more than 25 years ago.

Known as a discreet person and a careful dresser, he drives a Volkswagen Golf. He says "it has very subtle and well-balanced design, is one of the best cars on the market and does not look arrogant."

His Golf has body-colored aero wheel covers and a thin clear strip, which he added to highlight the body design.

Modest in his everyday life, Tjaarda the designer

see TJAARDA, page 42

Designer Tom Tjaarda

GIANCARLO PERINI

Cooperation is focus of Labor study

By Helen Kahn
WASHINGTON BUREAU CHIEF

WASHINGTON — A comprehensive two-year study of legal impediments to labor-management cooperation is being made by the U.S. Department of Labor.

The government is seeking data and advice from labor lawyers, industrial relations experts, academicians, members of Congress, federal and state officials and corporate officials. The government hopes to achieve a consensus.

One of the goals of Labor Secre-

see STUDY, page 58

5 more imports join price-hike parade Page 2

GM bus unit for sale, HD rework eyed Page 3

Chrysler looking overseas for new partners Page 6

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Europe called long-range priority for Chrysler

By Mary Connelly
DETROIT REPORTER

Chrysler Corp. will retain a toehold in Europe via partnerships on the Continent but plans no immediate aggressive assault on that market.

"We don't have a current plan and nothing is imminent that would suggest we're going to try to take Europe by storm," Robert S. Miller Jr., vice chairman of Chrysler Corp., told Automotive News.

"It is one of the world's three biggest auto markets. So you've got to say that remains a question mark.

"But currently, nobody makes any money in Europe on a consistent basis. The major players all kill each other fighting for market share. Several of the players are quasi-government-backed, like Renault.

"It's a very tough market," Miller said. "It would be particularly tough for a newcomer, and Chrysler got clobbered the last time it tried to take Europe."

Speculation about Chrysler's international plans has heightened in recent weeks because of Chrysler's latest raid of Ford Motor Co. personnel.

Earlier this month, Chrysler hired Robert A. Lutz from Ford Motor Co. where he had been a director and had extensive overseas experience. Lutz' jobs at Ford included executive vice president of International Automotive Operations and chairman of Ford of Europe.

Lutz is now executive vice president of Chrysler Motors with responsibility for overseeing international, truck and component business operations.

In addition, Chrysler recently hired Michael Hammes as vice president of International Operations. Hammes, too, is a former Ford executive and most recently was vice president — truck operations at Ford of Europe.

But the hirings apparently do not signal an immediate focus on Europe by Chrysler.

"It has to remain on your long-range list of priorities to have a presence (in Europe)," Miller said. "But short-term, it's not at the top of our list. We think the partnerships that we are pursuing are a good way to go. But those aren't major involvements in Europe like Ford's and General Motors'."

Chrysler recently reached agreements which will increase its equity in Maserati S.p.A. from 3.5 percent to 51 percent by 1995.

Shortly after, it announced it is selling its 12.5 percent equity in Peugeot S.A.

"We've had a relationship with Peugeot for some time, and I'd like to underscore that that commercial and industrial relationship continues even though we did take the action to sell our stockholding," Miller said.

Miller said defending the North American market is the chief focus of Chrysler's international strategy.

"The first priority is to protect the home base, which is North America — the United States, Canada and Mexico," Miller said. Building supply relationships and partnerships in countries such as Brazil and Korea is also important to the corporation.

"We are pursuing those," Miller said.

Chrysler also has "a major stake" in the Japanese car market through its 24 percent ownership of Mitsubishi Motors, Miller said.

"We sit on the board of directors and have a growing cooperation with them," he added.

Miller indicated that Lutz and Hammes now have the assignment of "raising our level of sensitivity and awareness on what needs to be done."

"But I think you've got to give them a little time," he added.

Chrysler's strategy explained by Miller

By Mary Connelly
DETROIT REPORTER

Chrysler Corp. will not resort to a hostile takeover in its acquisition of a high-technology company to round out its diversification.

That could limit its choices as it seeks an aerospace, defense or electronics firm to protect it from the cyclical auto industry and feed technologies back to the vehicle manufacturing operation.

Making the planned high-tech acquisition could take "a couple of years," Robert S. Miller Jr., vice chairman of Chrysler Corp., told Automotive News.

"We're not in a big hurry," Miller said. "We're going to take our time. We've pointed our bat at the general direction and if it takes a couple of years, then so be it."

Chrysler has been seeking to fill its so-called high-technology "empty box" as part of its corporate diversification and a reorganization which created a holding company and four subsidiaries.

Miller said Chrysler has not determined if it will seek to acquire one large company or several smaller ones.

"There are two choices," he said. "One is a string of pearls where you knit together smaller companies until you have a meaningful mass, and the other would be the big bang involving a major acquisition. I wouldn't rule out either one for now. We have been out looking and talking to some companies. So far, we haven't found one that meets all the criteria."

Miller said an important criterion is being able to achieve a friendly acquisition.

"Unless the management and the board of another company see the positive benefits and want to become part of the Chrysler family, then it's a non-starter. That may restrict a lot of choices that other companies in theory would have.

"But from our standpoint," Miller said, "it would be wrong to start out in a hostile environment because one of the things we'd be looking for is a good strong management that wanted to stay in place and run that end of the business."

Chrysler's three previous acquisitions — E.F. Hutton Credit Corp., FinanceAmerica Corp. and Gulfstream Aerospace Corp. — were "friendly acquisitions," Miller said.

"In each case the managements of those companies are still in place," he said.

Miller said Chrysler's corporate diversification will not be carried out at the expense of the core business — vehicle manufacturing.

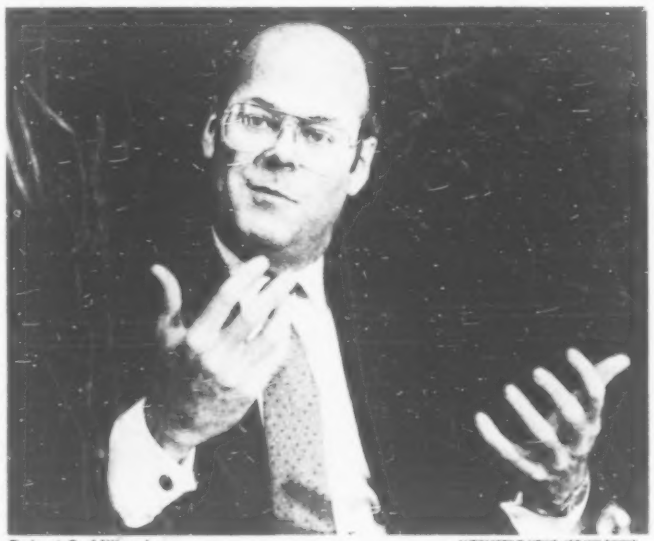
"We're not going to starve the car business to do the diversification," he said. "Our first priority is to stay competitive in the car business — our basic business, our great love."

Asked how much of Chrysler's business will be automotive and how much non-automotive by the end of the decade, Miller said, "I would say that by 1990, we would be no less than two-thirds still driven by automotive. Maybe 10 years down the road, 50-50 would be conceivable. The premise for 50-50 is that we continue to grow in the car business and have excess funding capacity to take on more."

Miller said Chrysler has targeted aerospace, technology and defense companies in its search for an acquisition because not only would they protect Chrysler from the cycles of the auto industry but they may bolster the car business.

"Those are leading technologies and growth companies but they also can feed back to the car business," Miller said. "If you think about Gulfstream as a concept, it takes sophisticated electronics and wraps it around with lightweight composite materials into an aerodynamic shape. All of that is a description of what it's going to take to win in the car business in the 1990s.

"I don't want to overplay what Gulfstream has done for the car business, and there hasn't been a lot so far, but the leading technologies that are in aerospace, defense and electronics are going to be the very same things that you're going to need to be in the car business. I think that over time, there will be some osmosis. I'm sure that's what (General Motors Chairman) Roger Smith had in mind when he paid the big bucks for Hughes Aircraft Co."



Robert S. Miller Jr. AUTOMOTIVE NEWS/JOE WILSSENS

Miller said Chrysler was interested, as well, in purchasing Hughes "but thought the price got too high."

Although Chrysler has $3 billion in cash and marketable securities, Miller said, "I wouldn't characterize that as being available for a $3 billion cash acquisition."

"The old Chrysler Corp. used to be hand-to-mouth," he said. "You'd call up the treasurer and say how much cash is there and he'd give an answer and you'd say 'OK, I need to lay off 50 engineers.'

"We have $3 billion in cash in part because we want to make sure that we don't have to interrupt our research and development effort, our new product programs because of cash. I don't want the head of engineering ever calling the treasurer to ask him how many engineers can he afford this month. We're financing the company so we can make a plan and stick to it.

GM bus unit for sale, HD rework eyed

By Michelle Krebs
FINANCIAL EDITOR

DETROIT — General Motors told employes in Pontiac, Mich., that it is looking for a buyer for its bus operations and is trying to make its heavy-truck operations more competitive.

GM President F. James McDonald told Automotive News that the bus business is no longer viable. He said preliminary talks with possible buyers have taken place but no agreement has been reached.

GM has about a third of the U.S. bus business, down from 50 percent in the 1970s. The Pontiac bus plant employs 400 persons who have been laid off frequently when orders lag.

GM can no longer cope with high labor costs, the rigid local contract at the truck and bus plant and the cyclical nature of the bus business. In addition, McDonald said the city bus business has dried up since the federal government stopped subsidies to cities for buses.

A GM spokesman said last week's statement was a "message to employes" because there have been a lot of rumors floating around. He declined to mention the companies with whom GM is talking.

McDonald said GM does not want to get out of the heavy-truck business but needs to make it more competitive. The heavy-truck business is considered a no-growth business and foreign competition is compounding the problem.

McDonald suggested one possible solution may be to find a partner.

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61st year—No. 5133

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Shadow/Sundance ad budget tops $40 million

By Dave Zoia
DETROIT REPORTER

BOSTON — Chrysler Motors is setting aside $40 million to $50 million to push its new Dodge Shadow and Plymouth compact cars — more than the company has spent to advertise any other new vehicle in its history.

"Never before have we put more resources behind a new car or truck," said John B. Damoose, Dodge general marketing manager.

The division will spend $20 million to $25 million to advertise the Dodge Shadow. Plymouth will match that amount for Sundance.

Chrysler is planning an aggressive marketing campaign aimed at women, who are expected to account for at least 50 percent of sales.

As part of its special targeting to women buyers, Chrysler will produce six- to eight-page magazine inserts featuring lifestyle tips for women and a message from Chrysler Corp. Chairman Lee Iacocca. It will do two such sections annually during the next few years.

The two new models will be introduced officially Sept. 18, but dealers will be selling the vehicles as they arrive.

Production of four-door models already is underway at the Sterling Heights, Mich., plant. Output of two-doors begins Aug. 18. Sales are expected to total 70,000 for the remainder of calendar 1986. About 180,000 units will be built annually once output hits stride.

Chrysler will be the first automaker to use 15-second television spots, when it launches a teaser campaign for the Shadow/Sundance in late August. The manufacturer also will buy out special issues of USA Today and Life magazine in order to tout the two new compacts.

The Sundance/Shadow will be priced around $7,500 and offer about 45 items as standard. Only 13 stand-alone options will be available. The Plymouth Sundance will be priced about $100 more than the Shadow.

Dodge, which is accenting performance for 1987, will adopt a new advertising theme, "Setting New Standards of Performance," which will appear in each of its Shadow ads.

Plymouth again will run with the "Born in America" theme, but will place more emphasis on products in its advertising. Past ads centered on American lifestyles and showed little of the vehicles themselves.

Chrysler to sell cars loans on secondary market

By Michelle Krebs
FINANCIAL EDITOR

Chrysler Financial Corp. has announced plans to sell pools of car loans to Wall Street investors on the secondary market.

Chrysler Financial's announcement is a further indication that a secondary market for car-loan securities, patterned after the secondary mortgage market, is developing as an alternate means to fund car-loan demand.

A secondary market for mortgages has become a way of life. Automotive financing experts see a similar market developing for car loans. They say that ultimately, a secondary market for vehicle loans will lead to lower interest rates on those loans and ensure that funding for car loans is always available.

Chrysler Financial becomes the second auto finance company to offer an asset-backed security. General Motors Acceptance Corp. was the first and so far has sold nearly $2 billion worth of car loans as securities. GMAC has a $755 million offering in the works for later this month. Ford Motor Credit Co. may make an offering by the end of the year.

Robert S. Miller, Chrysler Corp. vice chairman and chairman of Chrysler Financial Corp., said Chrysler Financial wants to be sure it has a means to obtain funding for car loans in the future.

"I think that by 1990, that's going to be the predominant form of car-loan financing," Miller said, adding that Chrysler Financial wants the experience of putting the packages together.

"We're not doing it because we need the money," Miller said. "And the first one through isn't really cost-effective because of all the work you have to do to get it ready. But once you've done it, you're ready for 1990. People who were not prepared to do that in mortgages got left in the lurch."

Chrysler Financial created a new wholly owned special-purpose subsidiary, Chrysler Auto Receivables Co., which last week filed the registration statement with the Securities and Exchange Commission covering the public offering of $250 million of Certificates of Automotive Receivables.

Each CARS certificate represents an undivided participation interest in a pool of retail passenger-car and light-truck installment sales contracts. The issue carries a letter of credit on a portion of cash flows to certificate holders provided by the Union Bank of Switzerland.

The proposed offering will be made in mid-July, following SEC clearance. Underwriters will be managed by Salomon Brothers Inc.

Ford Credit Chairman James Ford said his company is considering the asset-backed securities. An offering may be issued by the end of this year.

Ford noted that investors are not familiar with the securities, thus that method is less cost-effective than other funding techniques. He said Ford Motor Credit will continue to stress those other techniques.

For example, Ford Credit has sold wholesale large blocks of car-loan receivables with banks and savings and loans and other investors since 1982. In 1985, it sold the receivables at auction instead of pricing them on a negotiated transaction basis. Ford Credit sold $800 million worth of receivables in two auctions last year, taking bids in minimum amounts of $125 million each.

"The secondary market for auto receivables isn't ever going to be as huge as the secondary mortgage market," Ford said. "On the other hand, it will be a good market because vehicle loans are good collateral. It's a matter of investors getting used to them, then the market will develop."

GMAC has made three public offerings through First Boston Corp. amounting to nearly $2 billion.

The first was for $524 million worth of asset-backed securities in December 1985, which marked the first time that type of offering was used by a U.S. automobile finance company. In January, GMAC made another offering amounting to $424 million and in April it made one for $1 billion. A $755-million offering is in the works for later this month.

GMAC Chairman Robert F. Murphy said GMAC plans several more such issues this year. He said the receivables sales are attractive to GMAC because they tap a different kind of investor than do other securities.

10 billion people view Opel World Cup signs

By Richard Feast
EUROPEAN EDITOR

LONDON — Advertisements for General Motors' Adam Opel subsidiary are being beamed almost nightly to millions of television screens throughout the world.

Opel is one of a dozen official sponsors of the World Cup soccer championships now taking place in Mexico City. It is the only sponsor from the auto industry. At each match, the stadium advertising posters form an inviting backdrop to the action on the field.

"We estimate that on a cumulative basis, 10 billion people worldwide will watch the championships on TV. We calculate that the Opel logo will be shown for more than six hours in all," said Hans-Wilhelm Gaeb, Opel's director of public affairs.

Soccer may not be America's favorite sport, but it certainly excites the rest of the world. The final next Sunday (June 29) will draw a television audience of about one billion, or a quarter of the world's population.

Opel's commitment to soccer — it is also sponsoring the European championships — will cost it $1.3 million a year during the 1986-89 period. Gaeb considers it money well spent, though he acknowledged that there was resistance from some Opel executives when the deal was being planned.

But he reports that after a few matches, reaction from mechanics, salesmen, dealers and accountants was very positive.

Opel's national sales companies throughout Europe are contributing to the soccer budget.

The decision to go into the World Cup stemmed from Opel's realization that its image is rather staid and conservative. It is promoting its name through young and dynamic sports, of which soccer is just one.

Soccer ads big winner

By Stephen Downer
SPECIAL CORRESPONDENT

MEXICO CITY — World Cup Soccer fever seems to be benefiting Ford, General Motors and Nissan in Mexico.

All three have given heavy advertising support to media coverage of the 24-nation soccer tournament here. It ends June 29.

The Mexican national team's best showing since the event was first staged in Uruguay in 1930 will reflect favorably on Ford, GM, and Nissan, ad analysts believe.

The advertisers are smiling. "We feel it was a very good buy," said Jose Luis Granados, Nissan Mexicana's former advertising chief, who helped negotiate Nissan's purchase of 257 minutes of advertising with state television company Imevision Channel 13.

Granados, who left Nissan after the finals started, said Nissan paid Imevision about $1 million for the spots, about a third of the price paid by Ford and General Motors to private TV rival Televisa.

According to Granados, "Our presence on Channel 13 is greater than that of Ford and GM on Televisa because we are the only carmaker on Channel 13."

However, GM de Mexico said it had bought 586 minutes of time during World Cup-related programs broadcast by Televisa between April 21 and June 21, more than double the time bought by Nissan on Channel 13. It also bought 41,065 radio spots during programs about the World Cup.

Ford hired Mexico's soccer idol, Hugo Sanchez, for a fee believed to be about $300,000.

Sanchez endorses the Ford Topaz. Topaz sales had been slow before the soccer star's arrival but picked up considerably afterwards, said Mike Meckel, Ford's ad manager in Mexico.

Ford loaned the World Cup organizing committee 200 Topaz models. GM loaned 50 Celebrity Eurosport sedans to European journalists. Renault of Mexico provided a similar service to 25 French journalists.

To coincide with the World Cup finals, Nissan Mexicana placed 500 Nissan Tsuru models, with Pedro Domecq brandy advertising slogans painted on the side, on sale for a month. The price is about $1,600 less than the normal Tsuru price.

SERVICE INDEX
104.9★

	April, '85 vs. April, '86	4 mos., '85 vs. 4 mos., '86
Gross Profit on All Labor and P&A Sales	+4.2%	+7.8%
Repair Orders Written	−0.9%	−2.2%
Total Labor Sales (Customer & Warranty)	+9.5%	+9.1%
Shop Parts Sales (Customer & Warranty)	+9.2%	+4.2%
Sales of All P&A	+2.6%	−0.4%

★—Survey by Automotive News shows that dealers' service and parts business in April, 1986, was 104.9 percent of business in April, 1985. Service business in the first 4 months of 1986 was 102.7 percent of business in the corresponding period in 1985.

Shop work shows gain

By Arthur Flax
SERVICE EDITOR

Service and parts business at new-car dealerships increased in April and in the first four months of 1986.

According to the Automotive News Service Index, shop business at dealerships in April amounted to 104.9 percent of the volume recorded in April 1985.

In the first four months of 1986, service and parts volume showed a gain of 3.7 percent over 1985.

In April, total labor sales (customer-paid and warranty) showed the biggest gain, up 9.5 percent.

Shop parts sales (customer-paid and warranty) were up 9.2 percent; gross profit on all labor, parts and accessories sales was up 4.2 percent; and sales of all parts and accessories climbed 2.6 percent.

Repair orders written were down 0.9 percent in April 1986.

In addition, parts and accessories sales to off-premises customers were down 1.9 percent in April.

Total labor sales registered the biggest gain for the first four months of 1986, climbing 9.1 percent over the period in the previous year. Other indicators showing gains through April were gross profit on all labor, parts and accessories sales, up 7.8 percent, and shop parts sales, up 4.2 percent.

Registering declines were repair orders written, down 2.2 percent, and sales of all parts and accessories, down 0.4 percent.

Parts and accessories sales to off-premises customers were down 3.8 percent through April 1986.

Bombardier, Daihatsu move forward on mini

By Richard Johnson
DETROIT REPORTER

Bombardier Inc., the Montreal-based manufacturer of snowmobiles, military vehicles and mass-transit cars, is moving ahead with the design and development of a new minicar with Japan's Daihatsu.

The Canadian company has received additional funding from the federal government and the Quebec provincial government to pursue plans for its so-called New Concept Vehicle.

However, Bombardier Chairman Laurent Beaudoin said last week that a final decision on whether to manufacture the car will not be made before the end of the year.

In Japan earlier this month, Daihatsu said it would supply engines and transmissions to Bombardier for a small-car venture. Beaudoin acknowledged last week that the components would be supplied by Daihatsu if the project receives a go-ahead.

Bombardier, maker of the Ski-Doo snowmobile line, received a $2 million subsidy from the Quebec and Canadian governments last year to study the feasibility of minicar production at its Valcourt, Quebec, plant. The company recently received another $8.8 million in grants to continue the project. The latter amount equals two-thirds of the $13.2 "initial phase" of the research project.

Beaudoin said the company is studying "a completely new motor-vehicle design that should meet consumers' city driving needs." He said Bombardier is receiving "technical support" from minicar specialist Daihatsu — the first acknowledgement of an association with the Japanese firm.

Beaudoin said the company would likely retain a majority interest in any joint car-production venture that results from the study. He said the vehicles could be distributed through Bombardier snowmobile dealers.

Daihatsu, which is 15 percent owned by Toyota Motor Corp., is well-versed in the minicar market. The company is tentatively planning to bring its three-cylinder, 139-inch-long Charade minihatchback to the United States in late 1987.

Andre Bissonnette, small business minister in the federal government's Ministry of Regional Industrial Expansion, said the government subsidy will help develop Canadian expertise in a "key automotive sector."

Bombardier is studying 'a completely new motor-vehicle design that should meet consumers' city driving needs.'
— Laurent Beaudoin

Bissonnette said the project could lead to construction of an automotive research center in Montreal and a new assembly plant in Valcourt.

However, a Bombardier spokeswoman cautioned last week that the two capital development projects are contingent on a final decision to proceed with manufacturing plans. She said she was unsure whether the project might result in an all-new assembly plant or expansion of existing operations at Valcourt.

The company currently has three units at Valcourt — building snowmobiles, military vehicles and mass-transit cars.

The Canadian government has been interested in helping Bombardier make use of excess manufacturing capacity at Valcourt. The unused capacity has resulted from a decline in the overall snowmobile market in recent years.

The Bombardier spokeswoman said the design of the new model is being formulated by the Canadian company with technical assistance from Daihatsu. She said the study is being limited to small, fuel-efficient, commuter cars and does not include vehicles that could be fitted into larger market segments.

Bombardier has said nothing about volume projections or pricing and has released no technical specifications for the drawing-board vehicle. Neither has the company discussed potential marketing plans.

Egan knighted

LONDON — The official title is now Sir John Egan, chairman and chief executive of Jaguar, following the knighthood awarded in the Queen's birthday honors list.

TRUCK INDUSTRY

Freightliner speeds parts shipping

PORTLAND, Ore. — Freightliner will begin filling and shipping dealer parts stock orders on a daily basis, providing next-day delivery in most cases.

The company also introduced a completely electronic direct-ship order-entry system linking dealers and factory parts suppliers.

Freightliner President Peter E. Rupp, while sanguine about his company's improving market share, continues to predict a lackluster year for the Class 8 market.

Under Freightliner's new program, any stock order placed over the company's electronic dealer communications system by 10 p.m. (PST) will be shipped the next work day, with freight prepaid at normal dealer-net stock prices.

There are no requirements for a minimum order. All normal benefits, such as return allowances, will apply.

The company's new direct-ship order-entry system is an on-line system for ordering parts directly from suppliers' factories. It allows Freightliner dealers to place direct-ship parts orders quickly, easily and accurately over their personal computers, according to company officials.

Called "Max," the new system forms an instantaneous communications link between Freightliner dealers, parts suppliers and the parts distribution network.

Rupp said the new programs were designed to enhance the competitiveness of Freightliner dealers in a "very tough economic environment" as well as to improve dealers' responsiveness to customers.

Freightliner estimates that with its daily stock order program, dealers will receive parts orders 90 percent of the time on the second day after the order is placed and on the third day at the very latest.

The new program also will save dealers' money in their parts departments.

Many "emergency" orders, which normally entail higher parts prices and shipping costs, now can be filled using the new system, cutting dealers' operating costs.

The new program also will allow dealers to reduce inventory carrying costs and achieve a higher inventory turn rate for improved profitability.

Meanwhile, "Max" allows dealers to build parts orders online at their convenience on a 24-hour basis.

When a dealer enters an order on his computer, the information is transferred electronically to the appropriate factory or parts supplier while the "Max" system simultaneously provides the dealer with pricing information, order status and date of shipment.

He can also use the system to select the most advantageous price breaks for parts as well as the total dollar value of the direct-ship order.

APRIL TRUCK REGISTRATIONS

		6000 & LESS GVW GRP 1	6,001-10,000 GVW GRP 2	10,001-14,000 GVW GRP 3	14,001-16,000 GVW GRP 4	16,001-19,500 GVW GRP 5	19,501-26,000 GVW GRP 6	26,001-33,000 GVW GRP 7	33,001- & OVER GVW GRP 8	TOTAL 1986	TOTAL 1985
DODGE	MO	25,074	12,319							37,393	46,866
	YR	95,054	42,185							137,239	173,999
*DAKOTA, RAIDER, CARAVAN, RAM VAN/CHARGER/50/WGN	MO	21,391	8,589							29,980	31,806
	YR	79,914	25,925							105,839	116,284
PLYMOUTH VOYAGER	MO	10,252								10,252	9,521
	YR	37,446								37,446	33,512
TOTAL CHRYSLER CORP	MO	35,326	12,319							47,645	56,387
	YR	132,500	42,185							174,685	207,511
FORD	MO	65,523	39,878				1,178	2,703	1,066	110,348	109,596
	YR	246,416	148,902				3,400	10,006	3,681	412,405	407,868
*VAN, BRONCO, RANGER & AEROSTAR	MO	50,879	13,331							64,210	55,464
	YR	184,733	47,912							232,645	213,273
FREIGHTLINER	MO								1,573	1,573	1,965
	YR								5,338	5,338	6,122
MERCEDES-BENZ	MO						184	61		245	354
	YR						727	352		1,079	1,525
TOTAL DAIMLER-BENZ CORP	MO						184	61	1,573	1,818	2,319
	YR						727	352	5,338	6,417	7,647
CHEVROLET	MO	60,824	40,274	2,480	33	23	555	917	59	105,165	101,977
	YR	230,223	152,645	7,859	130	110	2,246	3,681	171	397,065	378,304
*VAN, EL CAMINO, S10 BLAZER & ASTRO	MO	48,409	15,440							63,849	59,466
	YR	178,988	53,650							232,638	215,971
GMC	MO	14,201	11,322	256	16	398	394	2,191	649	29,427	28,673
	YR	52,911	41,852	856	86	750	1,810	9,019	2,552	109,836	104,671
*VAN, JIMMY, S15, CABALLERO & SAFARI	MO	11,038	3,626							14,664	14,137
	YR	39,642	12,997							52,639	48,836
TOTAL GM CORP.	MO	75,025	51,596	2,736	49	421	949	3,108	708	134,592	130,650
	YR	283,134	194,497	8,715	216	860	4,056	12,700	2,723	506,901	482,975
INTERNATIONAL	MO						1,593	1,934	2,429	5,956	6,908
	YR						5,714	6,376	8,189	20,279	22,894
JEEP TRUCK	MO	13,430	1,274							14,704	12,005
	YR	53,806	5,762							59,568	50,383
*WRANGLER/CJ's, CHEROKEE, WAGONEER & SCRAMBLER	MO	11,199	1,172							12,371	11,853
	YR	43,591	5,252							48,843	49,685
MACK	MO						210	164	1,644	2,018	3,036
	YR						656	666	5,543	6,865	10,318
KENWORTH	MO								1,121	1,121	1,260
	YR								3,493	3,493	3,877
PETERBILT	MO								881	881	1,133
	YR								3,121	3,121	4,043
TOTAL PACCAR CORP.	MO								2,002	2,002	2,393
	YR								6,614	6,614	7,920
AUTOCAR	MO								206	206	145
	YR								551	551	483
VOLVO	MO							98	87	185	196
	YR							390	321	711	753
WHITE	MO								678	678	776
	YR								2,455	2,455	3,046
TOTAL VOLVO WHITE CORP.	MO							98	971	1,069	1,117
	YR							390	3,327	3,717	4,282
WESTERN STAR	MO								76	76	103
	YR								389	389	387
MISCELLANEOUS DOMESTIC	MO		268					2	226	496	473
	YR		1,013					30	736	1,779	1,745
OTHER IMPORTS	MO	78,841	941	494	72	27	8	58	8	80,449	72,563
	YR	284,651	3,919	1,965	246	119	62	211	14	291,187	275,990
GRAND TOTAL	MO	268,145	106,276	3,230	121	448	4,122	8,128	10,703	401,173	397,550
	YR	1,000,507	396,278	10,680	462	979	14,615	30,731	36,554	1,490,806	1,479,920
1985 YR. TO DATE		957,779	418,463	11,609	314	2,232	17,758	25,777	45,988		

INCLUDES MULTIPURPOSE VEHICLES. Compiled from offical State Records by R.L. Polk & Co. Manufacturers' sales records are used in compiling Oklahoma for 1985 and 1986.

Asia Smith's first line of new chassis models

Chassis maker taps Korea for new range of products

By Joseph Bohn
TRUCK EDITOR

An increasing number of manufacturers, both foreign and domestic, have entered the chassis market; but there's something to be said for one importing its products from Korea.

The Smith Cos., Plaistow, N.H., formed Asia Smith Motor Inc. to manufacture trucks, buses and chassis for light to heavy market segments.

Milton Smith, president, said Asia Smith will market a full line of trucks and buses ranging from half-ton utility trucks and chassis to 15-ton dump trucks and chassis.

Asia Smith signed an agreement with Asia Motors Co., Seoul, South Korea, to manufacture the vehicles. The Korean company now produces about 80 percent of that country's trucks and buses.

The arrangement calls for vehicles to be assembled in South Korea using engines, transmissions and other components manufactured in the United States, Smith said.

Since the working components are American-made, they can draw on existing U.S. service and parts-supply networks, he added.

To support the Asia Smith lines, a new research and development facility has been opened in Plaistow.

Asia Smith's use of offshore manufacturing technology and quality American componentry will allow it to market vehicles very competitively priced and warranted, Smith said.

Cabot Smith, assistant controller, believes the new spinoff company will more than double his company's current sales volume of $60 million a year.

He anticipates selling 1,000 to 2,000 new chassis by next June, the new company's first anniversary.

Asia Smith Motor already has its first 300-unit school bus chassis order and is working on another 250-unit order. It is also working on a "few other deals" Cabot Smith declined to discuss, involving chassis for light-duty vans.

Assisting in development of the company are the Southern California Advisory Group, Bank of New England, Northrup Corp., Cambus International of Australia and The Associates.

The Associates, a division of Gulf & Western and a major independent manufacturing and automotive financing company, has approved Asia Smith for floorplanning services and retail financing support nationally.

The company's first entry is a multipurpose chassis, the Asia Smith AM 907 chassis. It uses a Caterpillar 3208, high-torque V-8 diesel engine and an Allison MT 643 series fully automatic transmission.

MacGregor Smith, a vice president and marketing executive, said his new company's main thrust would be in school bus chassis.

Smith Cos., Asia Smith's parent, already has a sizeable 18-20 percent share of the school bus chassis market and plans to expand into the "flat-nose" segment of the market.

That segment, currently accounting for 11 percent of the market, is projected to grow to 45-50 percent.

Its first contract was for 300 units using the 907 chassis.

They are currently being assembled and fitted with a flat-nosed school bus body.

Its 907 chassis can also be applied to city transit buses, large step vans, specialty trucks and large motor homes.

The company plans to offer a couple of chassis to the motor home market, including a Combi chassis in the 14,000-16,000-pound GVW range and a larger 30,000-34,000-pound GVW unit, MacGregor Smith said.

The company can produce 300 to 500 AM 907 units a month.

The company is also developing other chassis. They include the Asia Smith City Bus and a 15-ton dump truck. Both are Caterpillar-powered.

Future units will include the Asia Smith Combi bus, a special farm vehicle and an all-wheel-drive sports/utility vehicle.

BEST AVAILABLE COPY

Japan's jobless rate returns to record 2.9 pct. in April

TOKYO — Japan's unemployment rate in April matched the record of 2.9 percent set in December 1985. The April rate increased 0.2 percentage points from March on a seasonal basis.

The government's Management and Coordination Agency said unemployment in April rose to 1.82 million, up 250,000 from a year ago.

Males accounted for 1.05 million of the total, up 120,000, and females accounted for 770,000, up 130,000.

The adverse impact of the yen's brisk appreciation against the dollar since last fall is being gradually felt by Japan's labor force, the agency said.

It said that the increase in unemployment does not necessarily indicate that the nation is experiencing a recession; however, it is a sign that the economy is at a turning point.

The agency said that the number of workers in April totaled 58.84 million, up 360,000 in a year.

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REGISTRATIONS

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R.L. Polk & Co. Statistical Report
APRIL, 1986 VERSUS APRIL, 1985

	1986 Month	1986 Year	1985 Month	1985 Year
AMC Alliance FWD	3,774	17,312	6,360	25,288
Encore FWD	970	4,947	4,395	17,040
Eagle 4WD	132	510	269	1,157
Eagle 4WD SW	596	2,633	715	3,837
TOTAL AMC	5,472	25,402	11,739	47,322
Chrysler Laser FWD	2,905	9,235	6,376	20,256
LeBaron GTS FWD	6,465	23,592	4,220	13,055
LeBaron FWD	8,402	29,959	7,643	27,313
LeBaron SW FWD	570	2,204	658	2,456
E Class-NY FWD	4,924	17,367	4,862	19,187
NY Fifth Ave-Newpt	8,696	28,386	8,222	31,139
Total	31,962	110,743	31,981	113,406
Plymouth Horizon FWD	7,133	27,039	9,073	37,744
Turismo FWD	3,804	14,179	6,035	22,671
Reliant FWD	7,283	35,804	9,915	38,235
Reliant SW FWD	2,578	10,395	4,010	11,615
Caravelle FWD	3,869	12,766	3,362	12,501
Gran Fury	1,361	4,517	1,670	6,153
Total	26,028	104,700	34,065	128,919
Dodge Omni FWD	6,376	23,582	7,883	31,294
Charger FWD	4,214	15,189	6,834	24,404
Daytona FWD	3,684	11,849	5,674	18,460
Aries FWD	5,886	25,244	8,161	31,185
Aries SW FWD	2,087	8,240	2,367	8,970
Lancer FWD	4,614	17,007	2,730	9,932
600/400 FWD	5,984	18,905	5,251	19,755
Diplomat	2,557	8,210	3,268	12,543
Total	35,402	128,226	42,168	156,543
TOTAL CHRYSLER CORP	93,392	343,669	108,214	398,868
Ford Escort FWD	25,540	103,926	20,792	89,944
Escort SW FWD	7,181	28,831	5,116	22,909
EXP FWD	39	264	2,488	11,034
Mustang	15,922	54,009	14,278	53,059
Tempo FWD	18,351	88,916	34,821	118,461
Taurus FWD	11,998	34,720	0	0
Taurus SW FWD	5,194	13,079	0	0
LTD	2,974	15,511	14,394	50,598
LTD SW	778	4,058	4,155	14,694
LTD Crn. Victoria	10,907	36,075	12,701	44,066
LTD Crn. Victoria SW	1,882	6,676	2,369	8,665
Thunderbird	10,345	48,102	14,790	49,698
Total	111,111	434,167	125,904	463,128
Lincoln Town Car	9,742	36,911	9,890	36,821
Mark VII	1,727	6,314	1,535	7,353
Continental	1,629	6,476	2,178	11,198
Total	13,098	49,701	13,603	55,372
Mercury Lynx FWD	4,470	19,883	4,649	18,850
Lynx SW FWD	950	3,869	963	4,183
Capri	1,139	3,877	1,428	5,363
Topaz FWD	4,695	20,687	10,282	32,489
Sable FWD	6,840	17,856	0	0
Sable SW FWD	1,961	5,057	0	0
Marquis	1,358	7,310	7,610	28,969
Marquis SW	155	766	901	3,210
Grand Marquis	9,640	32,260	11,186	37,932
Grand Marquis SW	907	3,181	1,056	4,136
Cougar	8,930	37,683	10,973	38,522
Total	41,045	152,429	49,048	175,654
Lincoln-Mercury Division Total	54,143	202,130	62,651	231,026
TOTAL FORD MOTOR CO	165,254	636,297	188,555	694,154
Buick Skylark FWD	0	0	9,929	35,741
Skyhawk FWD	6,279	19,858	9,976	28,035
Skyhawk SW FWD	418	1,456	719	2,314
Somerset Regal FWD	7,447	36,646	8,462	27,203

	1985 Month	1985 Year	1984 Month	1984 Year
Century FWD	16,662	69,611	14,729	56,263
Century SW FWD	1,816	6,723	2,067	8,288
Regal	5,906	27,312	7,874	32,877
LeSabre	0	0	11,050	42,992
LeSabre FWD	8,210	21,432	0	0
Electra FWD	11,045	41,706	6,318	22,364
Buick SW	1,269	4,399	1,097	4,680
Riviera FWD	1,368	5,679	4,023	16,432
Total	60,420	234,822	76,244	277,189
Cadillac DeVille	0	0	202	1,342
DeVille FWD	12,416	57,563	7,593	28,078
Cimarron	2,057	6,920	2,621	6,336
Fleetwood & Chassis	6,371	17,941	3,653	14,656
Fleetwood FWD	0	0	2,639	10,854
Eldorado FWD	1,782	7,336	5,178	20,254
Seville FWD	1,324	4,989	2,465	9,754
Total	23,950	94,749	24,351	91,274
Chevrolet Nova	9,760	44,943	28	28
Chevette	7,667	25,795	9,087	42,129
Camaro	17,866	54,146	17,539	64,766
Cavalier FWD	24,810	115,633	39,503	114,726
Cavalier SW FWD	4,186	20,158	9,131	25,934
Citation FWD	0	0	6,427	24,343
Celebrity FWD	26,518	103,521	20,841	76,962
Celebrity SW FWD	7,610	25,345	6,633	24,149
Monte Carlo	10,158	33,315	10,376	35,404
Impala	0	0	4,053	16,261
Caprice	16,890	59,153	11,458	45,148
Chevrolet SW	3,943	14,460	4,647	17,670
Corvette	3,527	11,034	3,675	12,540
Total	132,935	508,103	143,398	500,060
Oldsmobile Firenza FWD	2,928	10,194	5,700	16,485
Firenza SW FWD	468	1,699	1,232	3,774
Calais FWD	11,066	35,869	10,348	34,456
Cutlass Ciera FWD	22,449	96,704	25,215	84,736
Cutlass Ciera SW FWD	2,690	9,974	3,672	13,040
Cutlass Supreme-Calais	15,148	71,505	18,361	67,810
Delta 88	0	0	16,138	60,995
Delta 88 FWD	18,049	50,684	0	0
98 FWD	10,289	48,724	9,162	34,680
Oldsmobile SW	1,852	6,889	1,940	6,818
Toronado FWD	1,319	4,603	3,021	11,671
Total	86,258	336,845	94,789	334,465
Pontiac 1000	1,905	7,065	1,692	7,263
Firebird	9,068	28,776	9,508	31,371
Sunbird FWD	6,920	32,377	11,902	34,783
Sunbird SW FWD	429	1,850	838	2,745
Grand Am FWD	19,382	63,697	10,267	33,098
Bonneville	3,061	15,146	4,350	16,737
6000 FWD	12,194	51,435	11,348	39,374
6000 SW FWD	1,404	4,278	1,138	4,340
Grand Prix	3,024	14,611	4,757	17,921
Parisienne	7,824	23,912	3,774	15,501
Pontiac SW	1,452	4,713	1,196	4,503
Fiero	5,762	21,839	11,832	30,349
Total	72,425	269,699	72,602	237,985
TOTAL GM CORP	375,988	1,444,218	411,384	1,440,973
Miscellaneous Domestic	6	32	14	69
Domestic Station Wagon Total	52,376	191,533	56,620	202,930
Domestic Grand Total	640,112	2,449,618	719,906	2,581,386
Import Total	266,159	1,039,528	215,602	842,739
Grand Total All Registrations	906,271	3,489,146	935,508	3,424,125

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma.

Domestic slide cuts April registrations

By Jenny L. King
DETROIT REPORTER

April new-car registrations in the United States slipped 3.13 percent from the year-earlier total but were the second highest of any month this year.

Imports gained 6.32 percentage points year-to-year to achieve their deepest April penetration in five years.

R.L. Polk & Co. reported a total of 906,271 new-car registrations for April, down 3.13 percent from 935,508 for the same month in 1985. They were up 6.86 percent from 848,088 in March of this year and were second only to January's 912,644 in the 1986 ranking.

Domestic registrations in April were 640,112, down 11.08 percent from 719,906 in 1985.

Import registrations in April were up 23.45 percent, to 266,159 from 215,602. Imports claimed 29.37 percent of the month's market, up from 23.05 percent the preceding year and the best for April since 1981 when imports accounted for a record 30.33 percent.

The imports' gain of 6.32 percentage points for April was taken from each of the domestics. General Motors was down 2.48 percentage points, Ford Motor Co. dropped 1.93 percentage points, Chrysler Motors was off 1.26 percentage points and American Motors lost 0.65 percentage points.

Second in size to the imports' 29.37-percent share of the April market were domestic intermediates, which claimed 26.89 percent. They were followed by compacts at 15.79 percent, subcompacts at 10.61 percent, standard-sized cars at 9.57 percent and luxury cars at 7.86 percent.

The domestics-only market was comprised of 37.95 percent intermediates, 22.35 percent compacts, 15.02 percent subcompacts, 13.55 percent standard-sized cars and 11.13 percent luxury cars.

NEW-CAR MARKET SHARES IN U.S.

	APRIL Regis April 1986	Percent Share of Market	Regis April 1985	Percent Share of Market	Pct. Pt. Change 86 vs. 85	FOUR MONTHS Regis 4 Mos. 1986	Percent Share of Market	Regis 4 Mos. 1985	Percent Share of Market	Pct. Pt. Change 86 vs. 85
Chevrolet	132,935	14.67	143,398	15.33	0.66	508,103	14.56	500,060	14.60	-0.04
Ford	111,111	12.26	125,904	13.46	-1.20	434,167	12.44	463,128	13.52	-1.08
Oldsmobile	86,258	9.52	94,789	10.13	0.61	336,845	9.65	334,465	9.76	-0.11
Pontiac	72,425	7.99	72,602	7.76	+0.23	269,699	7.73	237,985	6.95	+0.78
Buick	60,420	6.67	76,244	8.15	-1.48	234,822	6.73	277,189	8.10	-1.37
Mercury	41,045	4.53	49,048	5.24	-0.71	152,429	4.37	175,654	5.13	-0.76
Dodge	35,402	3.91	42,168	4.51	-0.60	128,226	3.68	156,543	4.57	-0.89
Chrysler	31,962	3.53	31,981	3.42	+0.11	110,743	3.17	113,406	3.31	-0.14
Plymouth	26,028	2.87	34,065	3.64	-0.77	104,700	3.00	128,919	3.77	-0.77
Cadillac	23,950	2.64	24,351	2.60	+0.04	94,749	2.72	91,274	2.67	+0.05
Lincoln	13,098	1.44	13,603	1.46	-0.02	49,071	1.43	55,372	1.62	-0.19
AMC	5,472	0.60	11,739	1.25	-0.65	25,402	0.73	47,322	1.39	-0.66
GENERAL MOTORS	375,938	41.49	411,384	43.97	-2.48	1,444,218	41.39	1,440,973	42.08	-0.69
FORD MOTOR CO	165,254	18.23	188,555	20.16	-1.93	636,297	18.24	694,154	20.27	-2.03
CHRYSLER MOTORS	93,392	10.31	108,214	11.57	-1.26	343,669	9.85	398,868	11.65	-1.80
AMC	5,472	0.60	11,739	1.25	-0.65	25,402	0.73	47,322	1.39	-0.66
IMPORTS	266,159	29.37	215,602	23.05	+6.32	1,039,528	29.79	842,739	24.61	+5.18
MISC. DOMESTIC	6	0.00	14	0.00	0.00	32	0.00	69	0.00	0.00
TOTAL	906,271		935,508			3,489,146		3,424,125		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Oklahoma numbers based on manufacturers' sales records.

AUCTION DATES

American Motors

June 24 — High Point Auto Auction, High Point, N.C.

June 25 — Columbus Fair Auto Auction, Columbus, Ohio

June 26 — Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; and Corry Auto Auction, Corry, Pa.

June 27 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

June 24 — Hatfield Auto Auction, Hatfield, Pa.; Aptec Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Golden Gate Auto Auction, Fremont, Calif. (tenative)

June 25 — Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

June 26 — Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis (tenative)

Ford Motor Co.

June 24 — South Seattle Auto Auction, Kent, Wash.

June 25 — Columbus Fair Auto Auction, Obetz, Ohio, and Clanton's Auto Auction, Darlington, S.C.

June 26 — Baltimore-Washington Auto Exchange, Baltimore; Houston Predelivery Center, Houston; and Floyd Hauhe Auto Auction, Bridgeton, Mo.

General Motors

June 25 — Golden Gate Auto Auction, Fremont, Calif., and Metro Auto Auction, Kansas City, Mo.

June 26 — Arena Auto Auction, Chicago, and Ohio Auto Auction, Columbus, Ohio

Used Car Sales
Auction Averages

June to date	$5,172
Month ago	$5,139
Year ago	$5,281

Model Breakdown
Auction Averages

	JUN 1986	MAY 1986	APR 1986
1986	$11,598	$11,292	$11,490
1985	$8,594	$8,650	$8,803
1984	$6,360	$6,384	$6,363
1983	$5,532	$5,516	$5,515
1982	$4,364	$4,361	$4,308
1981	$3,407	$3,423	$3,458
1980	$2,561	$2,560	$2,516
1979	$2,183	$2,195	$2,199
Overall Average	$5,172	$5,143	$5,093

Gray-market group elects

WASHINGTON — The Automobile Importers Compliance Association, whose members are importers of gray-market vehicles, has elected new officers.

They are: Jay Siff, Orion Motors, Sellersville, Pa., president; Stefan L. Antal, Tysons Motors, Inc., McLean, Va., vice president; John C. Gregg, ACS Vehicle Sales & Service, Orange, Calif., treasurer; and S. Shafig Hassan, Hassan & Associates, Laguna Beach, Calif., secretary.

Elected directors were: Ken Shaffer, Transcar, New York; Bruce Wilson, Roanoke Cos., Schaumburg, Ill.; Pat McNulty, International Import Cars, North Hampton, N.H.; Lee Cunningham, Automotive Research Inc., Houston; Henry Olczak, Henry's Foreign Auto Center, Woodbridge. N.J.; Ed Seguel, Seguel's Service, Sarasota, Fla.; and Tod Thompson, Tesla Lab Inc., Westminster, Calif.

Consumer award for Claybrook

WASHINGTON — The Philip Hart Distinguished Consumer Service Award was conferred on Joan Claybrook by the Consumer Federation of America.

Claybrook is currently president of Ralph Nader's Public Citizen. During the Carter administration, she was head of NHTSA.

CFA said: "Her efforts forced automobile manufacturers to build safer cars and were responsible for saving countless American lives."

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BENTON

FROM PAGE 1

the same time, you're using North American Automotive Operations as the lead activity for the D-car.

According to several reports, Mazda will figure heavily in design and engineering of a 1991 or 1992 Tempo/Topaz replacement as well as the 1990/1991 Escort replacement. The Japanese company's 323 model serves as a platform for Ford-badged subcompacts being assembled in Taiwan and Mexico for North American consumption.

A sporty Ford of Australia-built 2+2 coming to North America later in the decade will also be based on the 323.

In addition, Mazda will sell to Ford about half the 626-class output at its Flat Rock, Mich., assembly plant for marketing as a Mustang.

And there have been reports that Mazda product engineers will have their hands in virtually all new Ford of Europe small-car replacements, including Escort and the Sierra compact.

Benton said he is disturbed by a "controversy" surrounding Europe's future role in product planning. He said the issue was raised at a recent company staff meeting.

"The way it was brought to my attention, our engineering people in Europe were somewhat down in the mouth because they keep reading news accounts that Mazda is going to be the source of their next car," he said. "That's absolutely not true and I'm going to say that to anyone who will listen until people finally believe it.

"There is an impression abroad that, for instance, when the B-car in Europe (Fiesta) is replaced that Mazda is going to do it, and that is not so," said Benton. "Europe is going to do it."

Benton conceded that "when you get into manufacturing, they (the Japanese) have some productivity advantages over us."

"In North America, the relationship with Mazda is very close, and North America is attempting to realize some of the Japanese efficiencies by having some of that work done in Japan," he said. "But North America faces quite a different problem than we face in Europe."

Outboard Marine to buy fours and V-8s from Ford

DEARBORN, Mich. — Ford Motor Co.'s Power Products Operations will supply marine-base engines to Outboard Marine Corp.

OMC will use the 140-cid four and the 460-cid V-8. Both Ford marine-block assemblies will be built into OMC marine engines and coupled with the new OMC Cobra stern drives.

DOMESTIC SALES

	June 1-10, 1986	June 1-10, 1985
Renault		
Alliance-Encore	1,150†	2,000†
AMC	300†	360†
AMERICAN MOTORS	1,450†	2,360†
Chrysler	7,843	10,470
Plymouth	10,726	7,277
Dodge	14,040	10,437
CHRYSLER CORP.	32,609	28,184
Ford	32,994	36,944
Mercury	13,056	12,425
Lincoln	4,038	3,477
FORD MOTOR CO.	50,088	52,846
Buick	32,217	36,361
Cadillac	6,283	7,846
Chevrolet	45,535	38,029
Oldsmobile	24,924	31,333
Pontiac	19,968	16,025
GENERAL MOTORS	128,977	129,594
VOLKSWAGEN	1,988	986
HONDA	3,135	1,845
NISSAN	250	750
U.S. INDUSTRY TOTAL	218,487	216,565

†—Estimate

AUTOMOTIVE NEWS/JOE WILSSENS

At Stewart's suggestion, sprinklers were added to the track so engineers can drive the same road wet and dry

Now, he's Dr. Jackie Stewart

BY ROGER ROWAND
ENGINEERING EDITOR

DEARBORN, Mich. — As a rule, newspapers don't run stories when people they cover receive honorary degrees. It may take an exception to prove that rule; an exception like Jackie Stewart, perhaps.

Stewart is a charismatic 47-year-old, three-time World Champion race driver who's been an engineering consultant to Ford Motor Co. for some 22 years. He has been called the world's greatest Formula One race driver.

Stewart dropped out of school at age 15 because of dyslexia, a learning disability, so it was newsworthy when he was awarded an honorary doctorate in automotive engineering from Lawrence Institute of Technology. LIT is a 6,500-student college in Southfield, Mich.

The honor was presented at Ford Motor Co.'s Dearborn proving ground during dedication of a track improvement made at Stewart's suggestion.

In presenting it, LIT President Richard E. Marburger told Stewart his racing experience and ongoing work have "resulted in better products and a renewed confidence in automotive transportation."

About a year ago the former racer suggested the proving ground be equipped with a track wetting system. Such as system, he said, would allow engineers to drive the same stretch of road wet and dry in rapid succession, giving them invaluable knowledge. It was at the dedication of that 1.1-mile stretch that Stewart received his honorary degree.

It was obvious Stewart thoroughly enjoyed donning the mortarboard, gown and the orange School of Engineering hood. "I doubt that I'm ever going to take it off," he said.

He provided further insight into why the honorary degree meant so much to him, beyond the fact that he lacks formal advanced education.

He said he was scheduled to be the featured speaker at the graduation of his son Mark, 18, in a few days. That ceremony will take place in Massachusetts at a school for young people with dyslexia .

Nissan sets high target in Europe

By Knut Moberg
SPECIAL CORRESPONDENT

TOKYO — Nissan Motor Co. has set its sights on becoming the largest producer of Japanese vehicles in Europe.

Managing Director Kiyofumi Morimoto, responsible for all of Nissan's export markets except the United States, said Nissan expects its new plant in northern England to eventually build cars for export throughout Europe. Initially, it will build a medium-sized car for sale only in Britain. That car is slated for introduction this year.

Nissan plans to add capacity to the plant to accommodate the export vehicles, Morimoto said.

Nissan also is retooling its joint-venture Arna plant in Italy to produce a four-wheel-drive utility vehicle. The plant, in which Alfa Romeo owns a stake, recently stopped car production because of low sales.

Arna is not on the agenda of the negotiations in which Ford is trying to buy a stake in the Italian government-owned company, Morimoto said. He predicted Ford will be successful in its bid, and Arna will be split three ways: 50 percent to Nissan, 25 percent to Alfa and 25 percent to Ford.

Nissan's third European operation is in Spain, where the company produces the Patrol, a four-wheel-drive utility vehicle.

Nissan has another European connection: Volkswagen. Nissan assembles VWs in Japan, making VW the only foreign car built in the country.

Nissan wants to be more than Europe's leading Japanese-car producer. It wants to be the Japanese sales leader in Europe. It thus takes on Toyota.

Last year, Toyota was the No. 1 importer in Finland, and it increased its sales markedly in Denmark and Norway. European importers of Toyota have been told that the company has big plans for exporting cars to Europe, "and as a first goal, we would like to be the most-sold cars in four or five markets," one importer said, quoting Toyota.

Honda is the only Japanese maker other than Nissan that produces vehicles in Europe: Its new Legend/Sterling is a product of a joint venture with Austin Rover.

Nissan hikes investment in Mexico

MEXICO CITY — Nissan Motor Co. said it will boost its investment in Mexico because of the growing preference of Mexican consumers for its cars and trucks.

The company said that next September, it will begin remodeling and expanding painting operations at its Civac plant at a cost of about $4 million.

By the end of this year, work will be finished on a $5 million project designed to make new stamped parts for export, Nissan said.

Nissan Mexicana already has made two huge investments in its facilities in Mexico this year.

The investments of $50 million and $54 million were used to expand the company's industrial facilities to enable it to meet domestic and export targets. Nissan said.

Among the facilities expanded was a painting system in its Aguascalientes plant. Construction has already begun and the $4 million system should be in operation by the end of the year.

On Dec. 23, 1985, the Secretariat of Commerce declared Nissan the winner of a contest, announced in July, to be the exclusive producer in Mexico of the Minivan CW.

A number of manufacturers entered the contest to produce the new passenger and cargo vehicle. The winner was chosen by the Secretariat of Commerce and the Intersecretarial Commission on the Automotive Industry.

Nissan said it has begun expanding its production facilities at a cost of more than $6 million and will ship the Minivan CW early in 1987 to both domestic and foreign consumers.

This year marks Nissan's 25th year of operating in Mexico. It has three plants: One assembles cars and trucks and produces engines; one is a gray-iron foundry; and the third stamps parts, processes aluminum and produces engines.

The firm also has a parts distribution center in Toluca, about 40 miles from Mexico City.

Nissan Mexicana said it employs 3,261 union and 2,611 non-union workers and has 150 distributors nationwide, who employ another 7,000 people.

Mexico eyes pact with U.S.

By Richard Johnson
DETROIT REPORTER

As final details of Mexico's entry into the General Agreement on Tariffs and Trade (GATT) were being wrapped up in Geneva last week, attention turned to bilateral trade talks with the United States — including a possible auto pact.

The Mexican Commerce Ministry last year informally proposed an automotive trade agreement between the two countries. Mexican authorities reportedly want to ensure access to the American auto market while protecting against an invasion of foreign-built vehicles.

The show of interest led U.S. trade officials to survey American manufacturers, who in turn asked for more details. Mexican trade officials have said they are not out to duplicate the Canada-U.S. auto trade agreement, but they have not outlined a specific proposal.

Chris Wilson, of the U.S. Commerce Department's Mexico section, said last week that progress toward bilateral trade talks has been delayed in recent months by Mexico's drive to join GATT. Final terms of the entry were being reviewed last week in Geneva.

Meanwhile, the Reagan administration has shown a general willingness to negotiate bilaterally with other countries. Trade talks with Canada began recently.

Fear has been expressed within several Mexican industrial sectors — including the automotive industry — that GATT entry will result in lower tariffs and a flood of foreign goods.

Collapse of the world oil market has brought the country to the brink of default on foreign loans. The peso has plummeted and a wave of foreign goods could further depress the economy.

But in the auto sector, there is concern that Mexico could be edged out by other low-cost-base producing nations — including Korea, Taiwan and Brazil — in the competition to supply North America with small cars.

The U.S.-Canada auto pact basically permits duty-free movement of automotive products between the two countries, providing certain content levels are met. In Canada, auto companies must also produce as many cars as they sell in there to comply with the pact.

The Mexican Automotive Industry Association has projected 1986 production of about 435,000 cars, trucks, tractor trailers and buses and predicted exports of 70,000 to 90,000 units.

Entry into GATT, which sets forth principles of international law for major trading partners, must now be approved by the Mexican legislature. According to U.S. government officials, ratification will probably be completed by September and talks aimed at a "framework agreement" of trade principles will begin in earnest before the end of the year.

The "framework agreement" would set forth basic procedures for consultation and resolution of disputes, Wilson said, and presumably would be a forerunner to a broader agreement addressing specific industrial sectors.

Wilson said an auto agreement has "been discussed." But he said "nothing definitive has been laid down about inclusion of the automotive sector."

PRODUCTION

Cars reach 4 million, 5 days behind 1985

By Kathy Boyer
DETROIT REPORTER

Domestic auto makers built their four-millionth car last Wednesday (June 18), five days behind 1985.

So far this year, 4,077,381 cars have been produced, 3.73 percent less than the 4,235,521 completed last year at this point.

Last week's targeted output of 175,520 cars was the highest since the week ended April 12, when 176,098 units were assembled.

Last week's build was 5.36 percent more than the previous week's 166,588 but 0.13 percent below the year-ago week's 175,757.

Companies shared last week's scheduled production as follows: General Motors, 54.01 percent; Ford Motor Co., 22.51 percent; Chrysler Motors, 16.48 percent; Honda of America Manufacturing Inc., 2.66 percent; New United Motor Manufacturing Inc., 2.06 percent; American Motors, 1.14 percent; and Volkswagen of America, 1.14.

Nissan Motor Manufacturing Co.'s car line at its plant in Smyrna, Tenn., remains idle for model changeover.

Chrysler began production of its Plymouth Sundance and Dodge Shadow on June 9. The first week's production was reported as follows: Sundance, 267 and Shadow, 270.

However, the models aren't expected to be introduced to the public until Sept. 18.

Neither GM nor Ford scheduled Saturday (June 21) overtime.

Ford has slated daily overtime this week (June 23) at all of its plants except Atlanta and Chicago.

Chrysler scheduled Saturday overtime at its Belvidere, Ill., and St. Louis (No. 2) plants.

Those plants also are slated for daily overtime this week.

Truck production moves up

Last week's domestic truck production of 76,029 units was 1.41 percent more than the previous week's 74,973 and 4.08 percent more than the year-ago week's 73,047.

Year-to-date, 1,777,561 trucks have been built, 3.80 percent more than the 1,712,460 completed last year at this time.

General Motors slated overtime Saturday (June 21) at its Baltimore plant.

Ford Motor Co. canceled the Saturday overtime scheduled earlier at its Louisville plant.

Ford has slated daily overtime at all its plants this week (June 23).

Canada aims at 1986 peak

Canadian car production last week was pegged at 25,990, the highest weekly output this year.

The week's estimated build was 1.51 percent more than the previous week's 25,603 and 0.78 percent more than the year-ago week's 25,789.

So far this year, 567,325 cars have been assembled, 8.41 percent more than the 523,316 built last year at this point.

Targeted truck production of 19,773 units last week was the highest since the week ended March 15, when 19,980 trucks were built.

Last week's scheduled output was 1.38 percent more than the previous week's 19,504 and 3.37 percent more than the year-ago week's 19,128.

Year-to-date, 458,801 trucks have been built, 2.85 percent more than the 446,079 completed last year at this time.

CANADIAN CAR	Week Ended June 21, 1986	Week Ended June 22, 1985	Week Ended June 14, 1986	June to Date	Jan. 1 to June 22, 1986	Jan. 1 to June 21, 1985
AMERICAN MOTORS	0	401	0	0	5,502	2,435
FORD MOTOR	11,645	11,366	10,875	33,946	251,705	272,812
GENERAL MOTORS	14,120	13,801	14,503	42,052	260,934	286,782
VOLVO	225	201	225	675	5,175	5,325
Total Cars, Canada	25,990	25,769	25,603	76,675	523,316	567,325
U.S. TRUCK*						
CHEVROLET	22,207	23,140	22,402	66,971	594,206	599,440
DODGE	4,000	4,557	3,741	12,410	105,352	30,141
FORD	30,686	26,560	31,047	92,772	697,599	724,042
GMC	7,846	6,361	6,461	20,959	160,667	177,403
NAVISTAR	1,520	1,657	1,628	4,849	40,043	37,173
JEEP	3,300	4,511	3,466	10,276	98,881	91,932
NISSAN	3,820	2,433	3,595	12,243	50,414	60,506
AM GENERAL*	50	50	50	150	1,210	1,222
MISCELLANEOUS*	2,300	1,739	2,300	6,900	44,261	55,100
Total Trucks, U.S.	76,029	73,047	74,973	227,532	1,712,460	1,777,561
CANADIAN TRUCK						
AMERICAN MOTORS	855	0	869	2,669	0	12,382
CHRYSLER	8,704	9,000	8,572	26,161	207,422	210,506
FORD	3,048	3,613	3,620	10,917	86,092	86,461
GENERAL MOTORS	6,336	5,245	5,911	17,669	145,702	144,557
NAVISTAR	200	270	203	585	3,063	4,665
Total Trucks, Canada	19,773	19,128	19,504	58,020	446,079	458,801
N. American Trucks	95,802	92,175	94,477	285,552	2,158,539	2,236,362

* Includes vendor car production. ** Estimated.
Car totals include commercial cars. All General Motors government-owned vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended June 21, 1986	Week Ended June 22, 1985	Week Ended June 14, 1986	June to Date	Jan. 1 to June 22, 1986	Jan. 1 to June 21, 1985
AMERICAN MOTORS	2,000	0	2,335	6,069	54,142	28,327
Renault Total	2,000	0	2,335	6,069	54,142	28,327
Alliance	1,800	0	2,110	5,543	33,039	25,086
Encore	200	0	225	526	21,103	3,241
CHRYSLER CORP.	29,600	33,133	29,497	88,616	803,147	697,567
Plymouth Total	9,900	9,276	9,780	29,010	200,521	204,453
Horizon	4,000	3,655	3,795	11,764	73,567	79,900
Sundance	400	0	267	667	0	667
Reliant	4,000	3,969	4,269	12,089	89,780	88,439
Caravelle	900	1,201	919	2,736	27,599	26,363
Gran Fury	600	451	510	1,754	9,575	9,076
Chrysler Total	8,500	10,998	8,828	28,289	229,554	226,051
LeBaron	2,100	2,221	2,564	7,014	54,553	58,201
LeBaron GTS	1,800	2,757	1,811	5,306	50,586	32,926
Laser	800	1,538	825	2,407	28,531	24,762
New Yorker/E-Class	1,300	1,958	1,336	4,022	37,582	44,170
Fifth Avenue	2,500	2,524	2,292	7,540	58,290	66,990
Dodge Total	11,200	12,859	10,889	33,317	263,072	257,063
Omni	3,000	3,547	2,425	8,920	72,580	75,453
Shadow	400	0	270	670	0	670
Aries	3,300	3,137	3,537	9,782	72,761	66,776
Daytona	1,100	1,471	1,174	3,446	25,669	26,535
Dodge 600	1,600	1,750	1,841	4,859	36,537	41,951
Lancer	1,000	1,762	1,079	3,009	36,395	26,123
Diplomat	800	1,092	763	2,631	18,111	17,553
FORD MOTOR	39,328	32,834	38,999	117,076	882,101	904,025
Ford Division	26,692	20,993	26,503	79,065	572,544	617,171
Escort	8,038	7,626	7,999	23,885	161,806	195,998
Mustang	3,710	3,747	3,572	11,125	91,226	97,125
LTD	0	2,922	0	0	114,829	0
Taurus	7,780	0	7,839	23,196	0	149,749
Thunderbird	3,045	2,718	2,952	8,444	68,992	91,910
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,119	3,980	4,151	12,435	94,731	101,369
L-M Division	12,636	11,841	12,496	37,991	289,557	286,854
Mercury Total	8,946	8,323	8,815	26,974	207,585	196,599
Lynx	1,412	1,604	1,443	4,345	36,804	32,575
Capri	847	740	591	1,787	8,633	8,560
Marquis	0	1,406	0	0	57,729	0
Sable	2,307	0	2,304	7,193	0	62,247
Cougar	3,056	3,404	3,198	9,871	70,944	62,558
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,324	1,167	1,279	3,869	29,022	30,549
Lincoln Total	3,690	3,518	3,681	11,017	81,692	80,265
Continental	410	481	408	1,225	14,016	10,160
Lincoln	2,769	2,637	2,763	8,266	58,643	67,709
Mark VII	511	400	510	1,526	9,033	12,376
GENERAL MOTORS	94,347	101,755	85,606	272,429	2,478,914	2,211,364
Buick Total	18,583	21,336	18,399	55,048	409,514	365,717
Skyhawk (X-car)	0	0	0	0	40,953	0
Skyhawk	1,897	2,715	1,714	5,469	55,147	43,578
Somerset/Skylark	2,837	1,495	2,844	8,420	59,615	53,291
Century	5,000	6,174	5,076	14,926	126,106	123,801
Regal	2,233	3,487	2,230	6,636	81,560	32,160
Wagon/LeSabre (rwd)	349	3,172	346	1,059	70,547	7,203
LeSabre	4,160	0	3,972	11,838	0	63,165
Riviera	796	1,545	666	2,169	33,472	12,451
Electra	1,362	2,747	1,589	4,491	48,114	50,118
Cadillac Total	8,505	6,971	8,276	25,455	163,939	166,069
Cimarron	648	587	634	1,919	14,466	13,988
Seville	720	683	604	1,957	19,677	19,565
Eldorado	720	1,330	800	1,988	36,928	12,000
Cadillac (rwd)	2,400	489	2,426	7,532	25,877	46,861
DeVille (rwd)	4,085	3,872	4,014	12,071	55,990	64,655
Chevrolet Total	26,101	32,973	28,452	75,686	554,224	393,146
Chevette	2,205	3,532	2,229	6,427	60,473	55,191
Cavalier	8,703	10,730	8,467	25,843	247,189	210,652
Celebrity	4,725	5,645	4,686	14,316	142,128	143,099
Camaro	4,315	5,038	1,025	9,814	117,576	101,750
Citation	0	0	0	0	28,897	0
Monte Carlo	2,170	2,520	2,174	6,590	75,143	58,706
Chevrolet	3,645	4,777	3,623	10,818	141,000	111,985
Corvette	640	951	538	1,521	22,069	13,837
Oldsmobile Total	22,492	25,439	21,772	66,183	615,397	520,064
Firenza	400	1,445	325	1,177	34,598	22,008
Cutlass Supreme	1,787	8,032	1,760	5,349	115,967	30,324
Cutlass Ciera	6,162	7,736	6,163	18,511	183,697	195,780
88 (rwd)	600	5,346	606	1,478	118,406	11,222
98 (fwd)	8,557	0	8,517	26,147	0	172,252
Olds 98	1,983	2,432	1,828	5,545	89,310	57,255
Calais	2,405	1,799	2,091	6,431	73,034	62,881
Toronado	562	659	482	1,546	20,415	8,932
Pontiac Total	18,506	16,617	13,787	51,057	325,890	4*3,788
Acadian**	0	319	433	1,088	8,798	9,468
2000 Sunbird	3,137	3,173	2,778	8,921	68,015	71,067
1000	1,115	892	870	3,079	15,146	16,623
Firebird	3,005	2,827	1,186	6,278	51,322	57,570
6000	3,255	1,573	2,704	9,116	23,024	75,408
Fiero	946	1,979	776	2,616	35,510	36,276
Grand Am	1,758	2,670	1,370	4,798	57,007	38,316
Grand Am	4,890	1,784	3,810	13,171	68,868	109,052
HONDA	4,845	5,118	4,445	13,340	78,832	92,774
NISSAN	0	1,313	6	0	8,497	21,517
NUMMI*	3,800	1,450	3,800	10,800	10,450	87,506
VOLKSWAGEN	2,000	2,154	3,014	6,040	48,436	44,279
Total Cars, U.S.	175,520	176,757	166,588	514,378	4,235,521	4,077,381
Total Cars, Canada	25,990	25,769	25,603	76,675	523,316	567,325
N. American Cars	201,510	201,526	192,191	591,053	4,758,837	4,644,706
N. American Trucks	95,802	92,175	94,477	285,552	2,158,539	2,236,362
North American Cars and Trucks	297,312	293,701	286,668	876,605	6,917,376	6,881,068

* Estimated. ** All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Local OK's Taurus strike at Atlanta

By Mary Connelly
DETROIT REPORTER

The union at one of the two plants producing Ford Motor Co.'s hot-selling Taurus and Sable models has approved a strike-authorization vote.

No strike deadline has been set.

UAW Local 882 at Ford's Atlanta assembly plant authorized the local bargaining committee to call a strike if negotiations with the company fail.

The international UAW must also approve a strike.

"There's a lot of issues involved," said a Local 882 official. "One issue is overloading jobs, one is health and safety and one is outsourcing."

The union charges that Ford has reduced manpower at the plant and that employees have an excessive workload.

Talks between the two sides are continuing.

"Ford Motor Co. regrets the work-stoppage authorization vote," the company said. "We believe the work requirements at the plant are reasonable and consistent with similar jobs at similar plants throughout the country.

"We will continue to work with union leadership to come to a fair agreement on the issues at hand," Ford said.

An estimated 3,000 hourly workers are employed at the Atlanta plant.

The union said 90 percent of those voting approved the strike-authorization vote.

No similar dispute exists at Ford's Chicago assembly plant which, like Atlanta, assembles Taurus and Sable sedans and wagons.

Ford has been selling the models, which were introduced last Dec. 26, as fast as they can be produced.

The Atlanta and Chicago plants have an annual capacity of 500,000 units.

A total of 132,953 Taurus and 59,931 Sable models had been produced through mid-June since production began last October in Atlanta and last January in Chicago.

Both plants are scheduled for vacation shutdown the weeks of June 30 and July 7.

B-O-C Lansing producing V-6

LANSING, Mich. — Production of V-6 engines began last week at the Buick-Oldsmobile-Cadillac Group plant here.

The B-O-C Powertrain Product Team Lansing Engine Plant, which produces V-8 engines at a daily rate of 1,800 units, will add 2,400 of V-6 engines when acceleration is completed this fall.

The new engines will be shipped to nine assembly plants and will be used in the Oldsmobile Tornado, Cutlass Ciera and 98.

The plant had produced V-8 diesel engines until last fall when General Motors phased out that engine. The plant's 3,200 employees could have faced indefinite layoffs but GM, UAW Local 652 and Lansing city officials worked together to save the jobs.